

Vol. 107 No. 12 December 28, 1947

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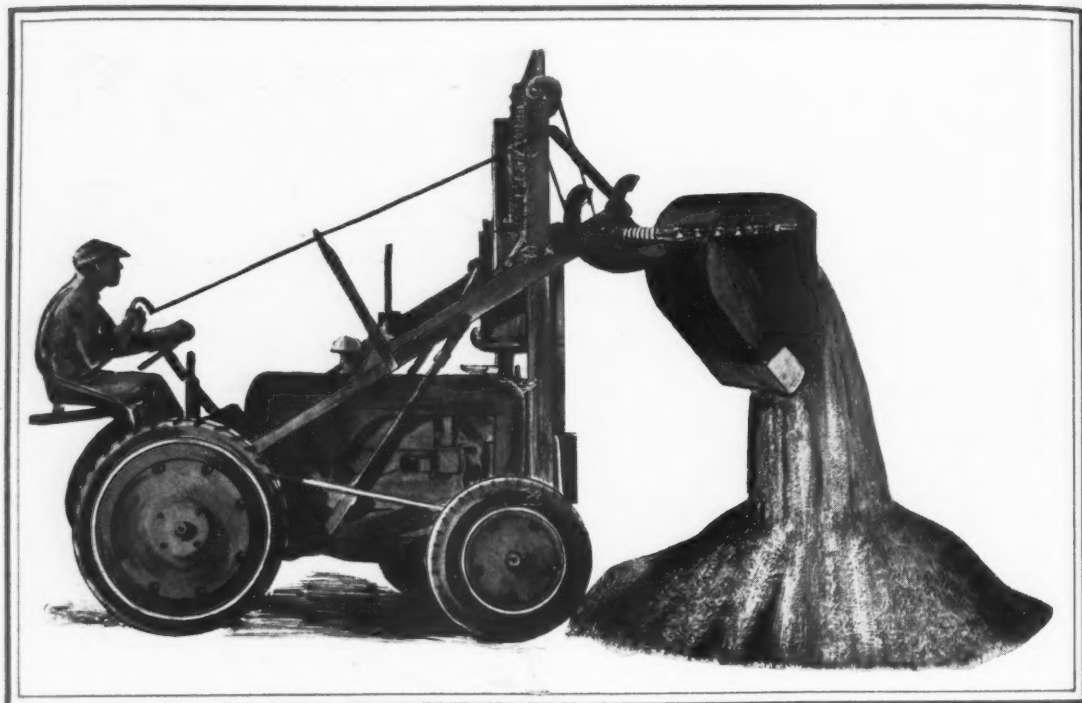
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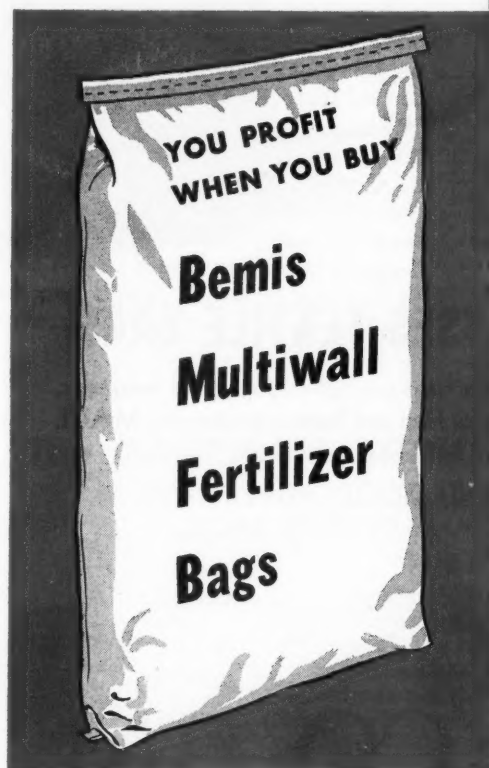
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The American FERTILIZER

Vol. 107

NOVEMBER 29, 1947

No. 11

The N. F. A. Fall Meeting

Record Attendance at National Fertilizer Association Convention in Atlanta Discusses Current Fertilizer Problems. Quiz Experts Present Plant Research Matters. Annual 1948 Convention to Meet at White Sulphur Springs

WITH a record attendance of more than 330 members and guests, representing more than 120 companies, the Fall Meeting of the National Fertilizer Association at the Atlanta-Biltmore Hotel, Atlanta, Ga., on November 10th, 11th, 12th faced a fertilizer season which will probably be filled with as many perplexing problems as any in the history of the industry. Every manufacturer present recognized the importance of producing every possible ton of fertilizer to help American Farmers grow the crops needed to feed a hungry world. At the same time, however, the demand for export materials, particularly nitrogen, has increased to such an extent that the domestic supply situation is threatened. It was felt that a satisfactory solution could be worked out with the government authorities.

The details of the convention were admirably handled. The meetings started promptly and ended on time, there were no gaps in the program and by Tuesday afternoon the Registration Desk was able to supply everyone with a list of those attending the meeting. Much credit is due to J. Rucker McCarty and his Hospitality Committee composed of W. W. Barton, D. W. Brooks, M. S. Hodgson, R. L. King, G. W. McCarty, J. W. Rutland, George W. Suggs and A. L. Wiley for the way they helped everyone to have an interesting and enjoyable stay in Atlanta.

Monday, November 10th

The Board of Directors met on the morning of November 10th and transacted routine business. Two vacancies on the Board were

filled by the election of E. A. Geoghegan, Southern Cotton Oil Co., New Orleans, La., as a Director at Large, and of Arthur W. Higgins, the A. W. Higgins Co., Presque Isle, Maine, as a representative of District 1.

In the afternoon the committees of the association met and discussed numerous plans for the work of the coming season.

Tuesday, November 11th

The first general session was held on the morning of November 11th, with Weller Noble, chairman of the Board. The Ball Room of the Biltmore was well filled, although one cynic remarked on the steady rain outside which made the golf courses unattractive.

After the invocation by Dr. Monroe F. Swilley, Jr., pastor of the Ponce de Leon Baptist Church, chairman Noble reviewed the world fertilizer situation, pledging the co-operation of the association in the program for shipment of vast food supplies to needy peoples abroad. Mr. Weller's address is given in full elsewhere in this issue.

The next speaker was Donald Comer, chairman of the Board, Avondale Mills, Birmingham, Ala., and one of the leading industrialists of the South. Mr. Comer emphasized that an accelerated movement for soil conservation and forest preservation is the primary need of the South today. "We are making headway in the change-over from row crops to contour farming and green pastures, but we need to make more progress." In order to insure that acceleration, Comer urged co-operation between business and agriculture and said the fertilizer industry

could be of great help in the movement. He urged that fertilizer manufacturers broaden their services to farmer customers and called for a more harmonious collaboration between industrial management and labor to bring about the desired results. He emphasized the importance of general education to our whole economic life.

The Quiz Panel

The rest of the session was devoted to a Quiz Program conducted by the association's Committee on Plant Food Research, which proved to be perhaps the outstanding feature of the meeting. H. B. Siems, of Swift & Co., Plant Food Division, chairman of the committee, acted as master of ceremonies and presented the questions, which were answered by the "Quiz Experts" chosen from the mem-

David D. Long, of International Minerals & Chemical Corp., Chicago, Ill., frankly stated that this question is still puzzling agronomists and that much more study is needed. The physiology of these plants is different from that of other crops, and under certain growing conditions they react differently to plant food applications.

What agronomic value is there in the products made at the Manhattan Project? Mr. Long replied that the use of radioactive plant food materials is showing just how plants take their nourishment. Studies with radioactive phosphorus have already shown that plants take most of this element from the fertilizer applied, rather than from the phosphorus already in the soil.

Why are fruit trees usually fed on such an unbalanced diet of plant food? According to



THE N.F.A. QUIZ EXPERTS

Left to right: H. B. Siems, Weller Noble, Joe E. Culpepper, David D. Long, E. N. Carvel, R. H. Engle, J. A. Chucka, H. H. Tucker, Leroy Donald, J. A. Naftel, H. E. Hendricks. Photo by the National Fertilizer Ass'n

bers of the committee. Some of the questions and answers can be summarized as follows:

Is winter grazing profitable in the South? Decidedly so, answered Leroy Donald of the Barrett Division, Allied Chemical & Dye Corp., Goodman, Miss. Southern experiments show a greatly increased winter milk and meat production from cows and steers fed on pastures over those that are barn-fed. This pasture development offers great possibilities for increased fertilizer use and will enable manufacturers to extend their shipping season by making deliveries in the late summer and early fall months. In answer to a question as to whether it is possible to apply all the fertilizer at time of seeding, rather than to apply part at seeding with a later top dressing, Mr. Donald replied that this can be done if the fertilizer is not so concentrated as to retard early growth.

Why don't soybeans and peanuts always give a big response to plant food applications?

J. A. Chucka, Eastern States Farmers Exchange, West Springfield, Mass., there is no reason for this practice. Trees need all plant food elements and if the latter are not supplied in the fertilizer, the tree will have to deplete the natural supply in the soil. The use of a mulch reduces the growth of grasses and thus removes a competitor for the plant foods. By keeping moisture near the surface of the ground, it stimulates root growth in that area and thus allows the tree to get more benefit from the fertilizer applied. It is important that orchard fertilizer should contain all the plant foods, including the so-called "minor elements."

Is there need for further study on tobacco fertilizer? In answering this question, H. E. Hendricks, Knoxville Fertilizer Co., Knoxville, Tenn., says the problems of the tobacco grower differ according to type of tobacco grown and the type of soil. For flue-cured tobacco, fertilizer practices are fairly uniform.

To keep burning qualities at a high level, the amount of nitrogen must be limited. The per acre recommendations usually run: 30 to 50 lb. N; 60 to 100 lb. P_2O_5 ; 90 to 150 lb. K_2O . On burley tobacco, recommendations vary in different sections. As nitrogen increases the nicotine content, it must be limited to produce a mild leaf. The maximum chlorine content of fertilizer is not so important in burley as in other types.

Will reduction in tobacco acreage, due to loss of British sales, cause much reduction in fertilizer tonnage? Mr. Hendricks thought not as, with reduced acreage, the farmer tends to set out more plants per acre, and hence needs as much plant food as before. In order to get the greatest returns per acre, he will also pay more attention to possible deficiencies in the minor elements.

Why has cotton slipped from first to fourth place in fertilizer tonnage used? Joe E. Culpepper, Spencer Chemical Co., Kansas City, Mo., pointed out that cotton had not slipped but that other crops had forged ahead. There is a greater amount of fertilizer used on cotton today than in past years. Just now, the big problem is insect control. Scientists who are working on this problem expect to produce an insecticide that will control the boll weevil as effectively as DDT controls house flies.

Have the efforts to promote the fertilization of pastures in the South been justified by the results? Decidedly so, said J. A. Naftel, Pacific Coast Borax Co., Auburn, Ala. Pasture in the South was formerly just some poor land with a fence around it. Now even good quality land is being pastured. It has even been demonstrated that Bermuda grass will pay for its fertilization. The program is developing fastest in the Southeast and Northeast portions of the country.

What effect will the increased use of irrigation have on fertilizer consumption and on the farmer's pocketbook? E. N. Carvel, Valliant Fertilizer Co., Laurel, Del., feels that it will be decidedly favorable to both. Irrigation has been found profitable even in territory of adequate rainfall, as it carries crops over temporary dry spells which often seriously effect crop production. Irrigation equipment may cost from \$100 to \$400 per acre, and in some instances has been paid for out of increases in the first year's crop. Best results are, of course, obtained from high-income-per-acre-crops such as vegetables, citrus fruits, etc. In Florida, 80 per cent of the vegetable production is now irrigated. As irrigated fields produce bigger crops, from 50 to 100 per cent

more fertilizer should be used to maintain soil fertility.

What can be done to distribute fertilizer deliveries more evenly over the year? In answering this question, R. H. Engle, National Fertilizer Association, Washington, D. C., recommended pushing the sale of fertilizer on perennial crops such as orchards, pastures, etc., as these can be fertilized during "off" seasons. Alfalfa, for instance, is best fertilized after the first cutting. There is also a great need for fertilizers on turf and lawns. In Pennsylvania alone, a survey showed that 200,000 acres of turf need fertilizer applications.

How far South can fertilizer be plowed under in the fall? Mr. Engle stated that best results are obtained where the ground freezes during the winter, thus preventing leaching. Some farmers apply phosphate and potash in the fall, and nitrogen in the spring. In Wisconsin, plowing under a complete fertilizer having its nitrogen in ammonia form, showed no evidence of leaching.

Is the increase in the amount of plant food used the principal reason for the increased corn crop of the past few years? It is one of the principal reasons, according to H. H. Tucker, Coke Oven Ammonia Research Bureau, Columbus, Ohio. In addition to increasing the size of the crop, added quantities of fertilizer also increase quality. Tests in the Middle-west have shown that deficient crops are in many instances due to lack of plant food rather than lack of moisture.

Should corn be fertilized at the same rate in all parts of the country? No, said Mr. Tucker. As soils differ from section to section, so the amount of fertilizer needed to make up the soil's deficiency in plant food varies. A stalk of corn needs the same amount of nutrients, no matter where it grows, but it cannot get them from most soils being cultivated at present. Hence fertilizers of varying types and quantities are needed.

The annual dinner on Tuesday evening filled the banquet hall to capacity. Vice-chairman of the Board, Ray L. King presided at the head table and after a short, witty introductory speech, presented the feature of the evening, the double quartet from the Emory University Glee Club. The boys presented a well arranged program of songs old and new, sentimental and humorous, which made a big hit with the banqueters.

Wednesday, November 12th

The closing session of the convention opened with a talk entitled "Firm Foundations" by Maurice H. Lockwood, president of the asso-

ciation. This address is printed in full in this issue.

The next two speakers covered topics which are of great current interest. Dr. Omer J. Kelley, Principal Soil Scientist, Colorado A. & M. College, Ft. Collins, Colo., spoke on "Fertilizer Problems Under Irrigation." Dr. Kelley said that under irrigation, the hazard of drouth has been greatly reduced. Consequently, there exist possibilities for higher production. While the possibilities of getting larger returns are greater due to the elimination of drouth, the financial risks are greatly increased unless superior yields are assured. It is, therefore, necessary under irrigation to strive for maximum production. He then presented the results of experiments in various parts of the irrigated region showing economic use of fertilizers, fertilizer problems, and responses in these various areas. Maximum results can be obtained only when other important factors affecting plant growth approach optimum conditions. It is important to know not only the nutritional requirements of specific crops but also to be ac-

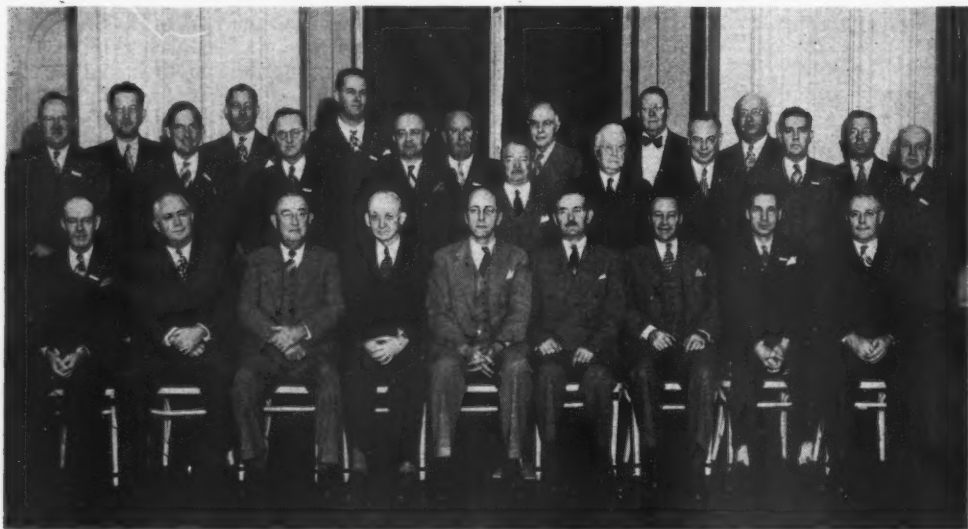
quainted with fertilizer programs for specific rotations and cropping systems.

Dr. W. B. Andrews, Associate Professor, Mississippi State College and Agricultural Experiment Station, State College, Miss., then spoke on "The Use of Anhydrous Ammonia as a Source of Nitrogen." Dr. Andrews stated that the acreage which will be fertilized with anhydrous ammonia in 1948 promises to run well into the millions. Its use has moved quickly into the delta of Arkansas and Louisiana and it is now spreading into the hill section of Mississippi. It is his understanding, he said, that it is in the process of getting a start in Alabama, Florida and some of the Middle Western States.

During 1947, Dr. Andrews declared, more than 200,000 acres of corn and cotton were fertilized with anhydrous ammonia, and more than 400 operators, without prior experience, have applied anhydrous ammonia without serious difficulty.

Dr. Andrews presented data on the basis of experimental work on the use of anhydrous

(Continued on page 20)



N.F.A. OFFICERS AND BOARD OF DIRECTORS
ATLANTA CONVENTION

(Seated) H. A. Parker, Sylacauga, Ala.; John E. Powell, Columbus, Ohio; F. N. Bridgers, Wilson, N. C.; Daniel S. Murph, N. F. A. Secretary and Treasurer, Washington, D. C.; Maurice H. Lockwood, N. F. A. President, Washington, D. C.; Weller Noble, Chairman, Board of Directors, Berkeley, Calif.; R. L. King, Vice-Chairman, Board of Directors, Valdosta, Ga.; C. T. Prindeville, Chicago, Ill.; E. S. Russell, South Deerfield, Mass. (Standing) A. A. Schultz, Reading, Pa.; J. L. Nichols, Sumter, S. C.; L. D. Hand, Pelham, Ga.; J. H. Owens, Roanoke, Ala.; E. B. Helgeson, Seattle, Wash.; Elbert N. Carvel, Laurel, Del.; J. H. Epting, Leesville, S. C.; H. A. Thullbery, Haines City, Fla.; J. E. Totman, Baltimore, Md.; James W. Dean, Knoxville, Tenn.; Robert S. Cope, Savannah, Ga.; L. E. Britton, Boston, Mass.; S. F. Elwood, Columbus, Ohio; C. R. Martin, Dayton, Ohio; M. G. Field, Hattiesburg, Miss.; J. A. Chucka, West Springfield, Mass.; C. D. Shallenberger, Shreveport, La. Photo by the National Fertilizer Association.

The Fertilizer Industry Means Service*

By WELLER NOBLE

Chairman of the Board of Directors, The National Fertilizer Association

The Atlanta Fertilizer Convention has always in the past been productive of worthwhile ideas and has developed progressive policies for our industry. In keeping, therefore, with previous programs, my remarks will be largely confined to suggestions of items which (to me, at least) seem to merit serious consideration.

Food Conservation Program

Today the nation is committed to a food conservation program of stupendous proportions. It calls for the cooperation of individuals and organizations throughout the country. The fertilizer industry will do its part to help in this program. Already it has laid the basis whereby the people of this country are in a position to provide vast supplies of food to needy peoples abroad. Government authorities state that for the country as a whole, about 20 per cent of the crop production is attributable to the use of fertilizers and that in some States, the proportion is 50 per cent or more. How could the Nation fulfill the goals of its Food Conservation Program if it were not for the service now being rendered to American agriculture by the fertilizer industry?

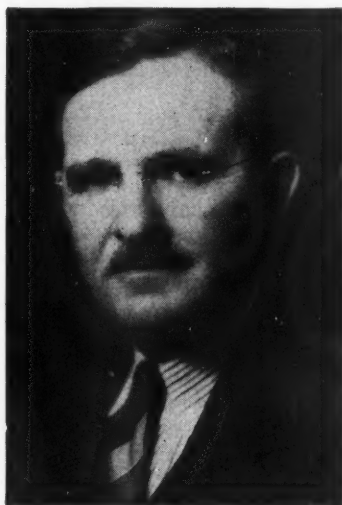
The extent of this service is steadily increasing. We estimate that in the current fiscal year, 16 million tons of fertilizer will pour out of our plants and onto the farms, a magnificent production accomplishment representing an increase in output far more than double the average of the immediate pre-war years. The National Fertilizer Association estimates that the industry now has a capacity for producing 20,000,000 tons of fertilizer per annum, which capacity will be used to the fullest extent possible. Old plants are being expanded and new plants are being built, both in the older consuming areas and the areas of newer consumption.

The industry is serving the Nation in its Food Conservation Program; it must and will increase that service as the days go by.

* An address to the Fall Meeting of The National Fertilizer Association, Atlanta, Ga., November 11, 1947.

The Marshall Plan

Another opportunity for service now confronts us and will try our patience. I refer to the call of the Government upon the fertilizer industry to assist in the execution of the Marshall Plan. According to the general report of the Committee of European Economic Cooperation, a great increase is eventually



Weller Noble

planned in the output of fertilizers in Europe, but at present there remains a big gap between supplies and total requirements of nitrogen and potash—a gap which, it is said, can only be filled by imports from outside the area. Particularly is this true in the case of nitrogen, for during the first three years of the period under review there remains an import requirement which can be met only by supplies from the American continent. In 1947-48 this requirement is of the order of 20 per cent of the total requirement. Thus, according to the Plan, this coming year, there must be furnished 290,000 metric tons of

nitrogen in the terms of N. If such an amount is furnished, it would represent a substantial proportion of the production of this continent.

Most assuredly the fertilizer industry is a patriotic industry and will do its best to co-operate with the Government. Nevertheless, one point may well be established—that any fertilizer shipped under the Marshall Plan will to that extent limit the amounts that will be available to American farmers. Assuming that large quantities of fertilizers are so required and that prices of our farm products continue at present levels, a constant barrage of protests will certainly come from many areas at home where fertilizer orders cannot be filled.

The way will then be opened for our critics to intensify their demand for the injudicious enactment of legislation putting the Government into the fertilizer business. We must watch for this and be prepared as never before to meet this situation, so dangerous not only to our industry, but to our entire free enterprise system. I urge every one of you to be ready to lend a hand in combatting this sort of political pressure.

Research

Modern agriculture is one of the most scientific businesses of our age, and we are proud of the fact that our industry has done much to make it so. As illustrative of this statement, I direct your attention particularly to the service we continue to render to the farmer in stimulating and carrying out fertilizer research.

Individual units have established laboratories whose personnel are devoting their efforts to many phases of fertilizer research. Units of the industry have established numerous fellowships, granted to promising college students so as to increase interest in fertilizer research and to add to the fund of growing knowledge about the subject. Through local and traveling representatives, fertilizer producers help to make farmers aware of the many new ways in which fertilizer may be properly and effectively used on their soils.

About a year ago, many units of the industry made contributions for the establishment and maintenance of studies using radio-active phosphorus. A preliminary report on the results already accomplished presented at the Phosphate Research Committee dinner held in New York City, September 16th indicates that progress scarcely thought possible, in so short a time, has been achieved. Plans ahead include extending the experimental work to locations in the Middle-West and Western States in the neutral or alkaline areas.

Another phase of our research activities of which I would like to take special note is the work of our Association's Plant Food Research Committee. For the first time, we have recently published in printed form a report of this Committee containing its Sub-committee reports for the past year. Copies of this report have been distributed to Association members and in other quarters where it should be of most use. We expect that it will serve to stimulate further research activities.

That continuing aggressive action in the fertilizer research field is definitely needed is shown by studies made by our Association. Not only has consumption of fertilizer been increasing, particularly in the Midwest and Western areas, but there is a changing and increasing emphasis on the use of fertilizers with regard to many crops. For example, fertilizer used on wheat in the Middle Atlantic States was 100,000 tons larger in 1946 than in 1942; in the East North-Central area, the increase was about 170,000 tons.

Florida and the West Coast fruit-growing areas continued last year to consume 85 per cent of the fertilizer applied on fruits, in spite of the increased total tonnage used for this purpose. Fertilization of vegetables has developed materially in every region except the New England States and usage for pastures increased 26 per cent from 1942 to 1946. If this agricultural picture continues to change, as fertilizer becomes increasingly important in our agricultural economy, the need for more and more research is obvious and our industry should continue to play a prominent part in this field.

Sales

Our entire selling procedure should be studied, revised and strengthened. Too many salesmen are concerned almost entirely with the sales headaches of a highly competitive industry, mainly because of the lack of knowledge of the products they have to offer, and of the conditions under which these products will ultimately be used. Salesmen's schools should be organized so that each year at experimental stations, through contacts and lectures by our scientists, salesmen would be enabled to finish courses of studies which should broaden their knowledge on all phases of agriculture. They should be fully informed concerning plant diseases and insect pests and their control. They should also have a working knowledge of soil chemistry and its relation to the chemistry of fertilizer. Moreover, they should make a complete study of the vast amount of data on fertilizer placement

(Continued on page 15)

Firm Foundations*

By MAURICE H. LOCKWOOD

President, The National Fertilizer Association

It is a pleasure for me to present to you this report from the headquarters of your Association. I would like to give you a picture of our day-to-day activities in Washington which are always carried on with your close co-operation and assistance.

If in my remarks I seem to devote relatively slight attention to the pending bills in the Congress which would put the Government

It is comforting to reflect that, for the time being, at least, these bills have made no headway. This situation is due in large measure to the fact that you have played your part at the hearings and in your own communities in mustering public sentiment against such objectionable proposals. What the ultimate outcome will be, no one knows. It is possible that the alternate bill proposed to the Senate Committee on Agriculture by Secretary Anderson at the hearings and approved in principle by your Board of Directors at the June convention will be actively supported by the Department of Agriculture and some others when Congress reconvenes. In that event, the whole-hearted support of your Association might well be given this alternative measure if it is amended along lines which some of you have suggested in response to our request for such suggestions. We will continue to keep you advised of the situation as it confronts us in the Congress and we will do our best with your assistance to see that, if any measures are adopted, they are in the best interests of our Nation as well as our industry.

An Increased Use of Fertilizer

You will realize that activities of this nature, while of the utmost importance to all of us, are necessarily defensive and do not affirmatively make the *firm foundations* on which this Association has flourished during the past 22 years. Our fundamental over-all concern and reason for existence is to foster the wise use of our industry's products, thereby increasing its contribution to agriculture and gaining for it the public regard it so richly deserves as a basic part of the American economic structure. Such a sound purpose has at times been obscured in the stress of war-time and in the post-war adjustments while demand has been at least slightly greater than supply as for the past several years.

Let me assure you, however, that we have continued and propose to keep on devoting a major part of our effort in the direction of sound usage promotion. Right now, to some, that may seem unnecessary. To those experienced in guiding useful trade association work, such usage promotion effort is eminently sound and pays dividends in the long run.

(Continued on page 22)



Maurice H. Lockwood

further into the fertilizer business, it is not because the Congress is at present away from Washington. Nor is it because we regard these measures as of slight importance—we fully realize their destructive implications for private enterprisers in the fertilizer business. Nor is it because we think the danger is over—we know that proponents of the legislation are as determined as ever to secure its enactment and are marshaling their forces for an all-out move on the Congress. Indeed, we are paying the closest attention to this situation and keeping watch over your interests in this connection.

* An address to the Fall Meeting of the National Fertilizer Association, Atlanta, Ga., November 12, 1947.

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its Allied Industries

PIONEER JOURNAL OF THE FERTILIZER INDUSTRY

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Dawes of V-C Testifies on Taxation of Cooperatives

At the recent hearing by the Ways and Means Committee of the U. S. House of Representatives on the subject of the taxation of cooperatives, Irving D. Dawes, vice-president and treasurer of the Virginia-Carolina Chemical Corporation, presented the viewpoint of the private fertilizer manufacturer.

According to Mr. Dawes, his company has no quarrel with fertilizer or other cooperatives except with regard to the unfair advantages given them by their exemption from Federal taxation. "In fact," he said, "we think that, with the elimination of this tax inequality, their presence in and effects on the fertilizer industry would not be unwholesome."

Mr. Dawes then compared the sales figures and profits of Southern States Cooperative, operating plants in Norfolk and Baltimore, with the earnings of his own company. In the fiscal year ending June 30, 1946, the Southern States earned \$1,392,916 on which it paid no profits tax. During the same period, the V-C earned \$3,277,598 on which it paid Federal Income Taxes of \$1,575,000.

During the 10-year period from 1937 to 1946, the Southern States' assets increased from \$1,414,122 to \$12,685,969, which the net worth rose from \$646,391 to \$11,430,945. Approximately 43 per cent of the net worth represented retained earnings. During the same period, the V-C paid \$8,109,971 in Federal Taxes.

As a further proof of the hardship worked on private companies by this tax inequality, Mr. Dawes cited the fact that the Southern States had recently bought, with a part of the savings made from their being tax-exempt, a ten-story office building in Richmond, in part of which the Virginia-Carolina Chemical Corp. has rented its head office quarters for the last 18 years—and served notice on the company to vacate. There being no adequate office space available for rent, the company is now forced to erect its own building, at a time when they would have preferred to use their capital for increased manufacturing facilities.

Mr. Dawes pointed out that as the tax-exempt cooperatives are able to capture an increasing proportion of the available business, the profits from the diminishing share left for private industry will have to be taxed at higher and higher rates to pay the costs of government, whose services are enjoyed by both types of business.

"These cooperatives are, in every aspect,

business concerns just like our own" he said. "They live and breathe just as we do, by manufacturing and distribution economies, by efficient operations, by shrewd purchasing and all the rest. They have the same right to live and prosper that anyone else has, but they do not *need*—and should not have—this great tax advantage that gives them 100-cent dollars for the same efforts that give most of the rest of us only 62-cent ones.

"Virginia-Carolina Chemical Corporation asks for no special favors or advantages. All it wants is equality and fairness of competition, not only for itself, but for all legitimate business, whether of the cooperative type or not."

Hough Payloader Display

At the Atlanta meeting of the N. F. A., several Payloader Tractor Shovels were displayed by the Frank G. Hough Co., in the parking lot opposite the Biltmore Hotel. In spite of the inclement weather, many fertilizer executives braved the elements to examine closely these labor-saving items of equipment for the modern fertilizer factory.

November Crop Report

The November 1st crop report of the U. S. Department of Agriculture showed little change from the October report, published in our issue of October 18, 1947. Spring wheat rose from 268, million bushels in October to 311 million bushels in November. Corn dropped about 11 million bushels to 2,447,422 bushels. Slight increases were reported in rice, potatoes, peanuts, tobacco and sugar beets, while soybeans, sugar cane and apples showed a drop. In general, the total volume of crops is only 1 per cent below the average of the 5 excellent years 1942-1946.

Seeding of winter grains has been seriously delayed in the Great Plains area, because of lack of late summer and early fall rains. Only about 75 per cent of the acreage was planted by November 1st. In other areas, seeding has progressed well and it now appears that there will be an increase in acreage planted.

Cotton production for 1947 is now placed at 11,505,000 bales, which is 3,000 bales below the October forecast, but almost 3 million bales better than 1946. Cotton ginned prior to November 1st totaled 8,361,685 bales.

September Superphosphate

There was little change in the superphosphate production figures for September, according to the U. S. Bureau of Census. Total production (figured on the basis of 18 per cent A. P. A.) was 808,503 tons in September, 1947, compared with 797,273 tons in August, 1947. Production was 12 per cent higher than in August, 1946. Most of this latter increase was in normal (18 per cent) superphosphate which is now running more than 700,000 tons per month. Consumption is running slightly higher than production, with the result that stocks on hand at the end of September were 676,879 tons of normal super.

| | Normal 18% A. P. A. Tons | Concen- trated 45% A. P. A. Tons | Base Goods 18% A. P. A. Tons |
|---|-----------------------------------|--|--|
| Production | | | |
| September, 1947. | 727,852 | 29,911 | 5,873 |
| August, 1947... | 715,003 | 30,749 | 5,397 |
| September, 1946. | 642,002 | 30,844 | 2,363 |
| Shipments and Used in Producing Plants | | | |
| September, 1947.. | 769,983 | 27,766 | 1,317 |
| August, 1947..... | 762,231 | 29,605 | 1,785 |
| September, 1946.. | 661,528 | 29,208 | 1,423 |
| Stocks on Hand | | | |
| Sept. 30, 1947.... | 676,879 | 62,584 | 14,156 |
| Aug. 31, 1947.... | 705,855 | 60,439 | 9,966 |
| Sept. 30, 1946.... | 579,547 | 48,818 | 8,189 |

THE FERTILIZER INDUSTRY MEANS SERVICE

(Continued from page 12)

and of signs in the plant of soil deficiencies of one or more elements. A well-rounded knowledge of agronomy is the prime requisite, in my judgment, to salesmanship, for we make (or should make) a sale not only of fertilizers, but a service as well. I am confident that salesmen's meetings in various areas would be highly productive, if these meetings were led by scientists and executives of our leading companies who would not only give them a grounding in all phases of agriculture, but would also enunciate those broad policies and standards of education and service which should be maintained in all selling programs. The salesman represents not only his company, but the fertilizer industry. Industry is known to the public largely by contacts made by salesmen and even if the policies of the executives in our industry are of the highest order, if they are not reflected in the salesmen, the industry suffers thereby.

To be continued in the next issue

N. F. A. Convention

Attendance at the N. F. A. Fall Convention, Atlanta, Georgia, November 10-12, 1947

- A. D. Adair & McCarty Bros., Atlanta, Ga.
 C. P. Norman, Alpharetta, Ga.
 Aiken Bag Corporation, Aiken, S. C.
 H. E. Crawford
 T. Clifton Weeks
 C. L. Woodward
 Albany Warehouse Co., Albany, Ga.
 James P. Champion
 E. T. Allen Co., Atlanta, Ga.
 D. H. Cameron
 American Cyanamid Co., New York City
 T. L. Wilkerson
 H. W. Arrowsmith, San Francisco, Calif.
 THE AMERICAN FERTILIZER, Philadelphia, Pa.
 A. A. Ware
 American Industrial Development Corp., New York City
 J. G. Devys
 American Potash & Chemical Corp., New York City
 E. M. Kolb
 C. L. Straughan, Atlanta, Ga.
 Henry L. Taylor, Jr., Chicago, Ill.
 Armour Fertilizer Works, Atlanta, Ga.
 H. Gordon Cunningham
 Harry C. Moore
 Ashcraft-Wilkinson Co., Atlanta, Ga.
 Lee Ashcraft
 Gus H. Ashcraft
 Emory Cocke
 Trenton Tunnell
 Robert E. Ashcraft, Norfolk, Va.
 John E. Foy, Jr., Jackson, Miss.
 Rees F. Fraser, Charleston, S. C.
 Atlanta Utility Works, East Point, Ga.
 E. K. Thompson
 Augusta Fertilizer Works, Augusta, Ga.
 Mark J. Bridges
 Bagpak, Inc., New York City
 R. A. Port, Atlanta, Ga.
 Lee Turner, Baltimore, Md.
 H. J. Baker & Bro., New York City
 Harold S. McCormick
 J. B. Pratt
 F. G. Sherry
 J. E. Henderson, Savannah, Ga.
 Bannon Bag Co., New Orleans, La.
 Louis J. Euen
 W. G. Provosty
 Barrett Division, Allied Chemical & Dye Corp., N. Y. C.
 E. W. Harvey
 Roy S. Marsden
 W. H. Mortimer
 F. T. Techter
 C. J. Ball, Norfolk, Va.
 Leroy Donald, Goodman, Miss.
 L. O. Hinton, Atlanta, Ga.
 J. Cooper Morcock, Jr., Atlanta, Ga.
 George Suggs, Atlanta, Ga.
 Bemis Ero. bag Co., St. Louis, Mo.
 W. H. Akins, Memphis, Tenn.
 Shelby W. Erown, Mobile, Ala.
 T. Cooper Salter, Savannah, Ga.
 Vernon N. Watts, New Orleans, La.
 F. W. Berk & Co., New York City
 W. L. Gay
 Blackshear Mfg. Co., Blackshear, Ga.
 Warren Lott
 The Eoswell Co., Atlanta, Ga.
 N. E. Boswell
 Cartledge Fertilizer Co., Cottondale, Fla.
 Raymond H. Cartledge
 Hugh Dukes
 Catawba Fertilizer Co., Lancaster, S. C.
 W. G. Taylor
 Central Chemical Corp., Hagerstown, Md.
 Fred Neikirk
 Central Texas Fertilizer Co., Comanche, Tex.
 Pat Cagle
 Walter Durham
 Chase Bag Co., Chicago, Ill.
 J. H. Counce, New Orleans, La.
 Charles T. Crandell, New Orleans, La.
 E. K. Ludington, Jr., New York City
 Chilean Nitrate Sales Corp., New York City
 Roy F. Camp
 T. H. Bonner, Atlanta, Ga.
 Fred P. Eryan, Raleigh, N. C.
 T. L. Jefferies, Montgomery, Ala.
 W. H. Milam, Jackson, Miss.
 Coleman Guano Co., Pamlico, S. C.
 J. Rutledge Coleman
 M. C. Coleman
 Combustion Engineering Co., Chicago, Ill.
 Jack F. Benton

(Continued on page 26)

FERTILIZER MATERIALS

ORGANICS • CHEMICALS • MATERIALS FOR DIRECT APPLICATION

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FERTILIZER MATERIALS MARKET

NEW YORK

Fertilizer Manufacturers Worried about Supplies of Materials for Present Season. Feed Trade Taking More Organics. Potash Shipments Improve but Supply Still Short. Government Taking More Ammonium Nitrate for Export

Exclusive Correspondence to "The American Fertilizer"

NEW YORK, November 26, 1947.

With the heavy mixing season approaching rapidly, fertilizer manufacturers are becoming more concerned with their requirements of raw materials and are finding themselves in an increasingly tight position with regard to certain raw materials.

Organic Materials

The organic fertilizer materials market gained strength in the last week due to the fact that the feed trade, which had been out of the market for several weeks on vegetable meals and animal by-products, re-entered the market in a big way and took most of the available offerings. Animal tankage was well bought at prices ranging from \$9.25 to \$9.50 per unit of ammonia (\$11.24 to \$11.75 per unit N), f.o.b. shipping points, and blood sold as high as \$9.75 (\$11.85 per unit N), f.o.b. various points. Cottonseed meal was quoted at from \$90 to \$95. f.o.b. Southern points; soybean meal, \$82.00 to \$84.00, f.o.b. Decatur, Ill., and some mills were sold out for nearby delivery. The U. S. Government placed a large order for soybean flour which gave strength to the market. Low grade ammoniates were in heavy demand with very little material unsold and good demand was reported for ground peanut hulls at Southern shipping points.

Castor Pomace

The demand continued excellent for this material and no offerings were reported and shipments were going forward on old contracts.

Potash

This material seems to be more sought after by buyers than any other fertilizer material at the present time, and although some of the potash producers report a little better situation in regard to obtaining empty box cars

to make shipments, most manufacturers find themselves short. It was reported that some French potash will arrive at several Southern ports in the near future but it is understood it has already been sold.

Superphosphate

Triple Superphosphate continues in demand with the regular producers sold ahead on contract and no open market trading reported. Normal superphosphate is being shipped on contracts but some quarters feel there will be a shortage in the spring.

Nitrogenous Tankage

Various inquiries by buyers failed to uncover any offerings, as practically all of the primary producers are sold up for this season.

Sulphate of Ammonia

There is an excellent export demand for this material, but as few export permits are given except for Government business, very little material is moving in this direction.

Ammonium Nitrate

Certain manufacturers report being cut back on their orders by producers, due to material being exported at the direction of the Government. Buyers are hoping for some relief by spring but the chances are this material will remain tight for some months to come.

Bone Meal

The feed industry has bought heavily during the past week, which will probably mean less bone meal available for the fertilizer trade. The demand was reported excellent from various sections.

Nitrate of Soda

Producers were attempting to distribute their available supply as equitably as possible but the supply still falls far short of the demand.

CHARLESTON

Potash Shortage Continues Due to Lack of Transportation. Some Domestic Nitrate of Soda Allocated for Fertilizer Use

Exclusive Correspondence to "The American Fertilizer"

CHARLESTON, November 24, 1947.

Major worry on the part of fertilizer manufacturers is whether they will get enough potash to satisfy their needs. Other materials continue short of demand and prices are generally firm or slightly upward.

Organics.—The major part of interest shown in organics is from the feed industry, with fertilizer manufacturers showing rather little interest mainly because of the high prices. Some European nitrogenous has been offered recently but at a price that drew very little interest. South American organics continue too high in price to stimulate sales to domestic fertilizer manufacturers. Domestic nitrogenous continues at \$6.50 per unit of ammonia (\$7.90 per unit N) f.o.b. mid-western production point, for fall shipment.

Castor Pomace.—Prices from the producers continue approximately the same and the only quantities offered are a few re-sale lots at higher than producers' prices. Shipment is mainly against existing contracts.

Potash.—This material is expected to be the most acutely short of all fertilizer materials, mainly because of car shortage at the mines. Stocks are heavily piled up for lack of shipping facilities and some mines are threatened with shut-down.

Nitrate of Soda.—This material continues in strong demand and importations are fairly well on schedule. It is reported that 10,000 tons of domestic material have been allocated for agricultural use, but domestic production continues at low levels.

Sulphate of Ammonia.—This material continues in strong demand and is expected to be short indefinitely.

Dried Gromace.—Chicago market is around \$9.50 per unit of ammonia (\$11.55 per unit N) in bulk and around \$9.25 (\$11.24 per unit N), bulk, f.o.b. New York, with market off 75 cents per unit from week or two before.

Tankage.—Sales have been reported at around \$9.50 per unit of ammonia (\$11.55 per unit N) at New York. Chicago market reports sales at \$10.00 per unit of ammonia (\$12.15 per unit N).

Superphosphate.—Demand is strong with

practically no offerings in the market. Movement is against existing contracts.

Phosphate Rock.—Car shortage continues to hamper movement and demand remains strong.

PHILADELPHIA

No Improvement in Material Supply. Improved Car Supply Helps Some Material Shipments but Potash Still Has Transport Problems

Exclusive Correspondence to "The American Fertilizer"

PHILADELPHIA, November 24, 1947.

Inquiry is still active for most of the major fertilizer materials and much could be sold if obtainable. An investigation of the domestic shortage of nitrogen has been asked, before Congress votes emergency relief to Europe.

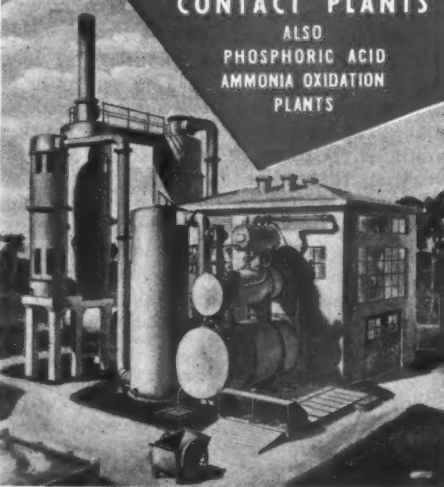
Sulphate of Ammonia.—Shipments on contracts are now said to be moving out with fair regularity, but there is demand for much more if the material could be had.

Nitrate of Soda.—Shipments from Chile continue to arrive on schedule, while the domestic production is said to be sold well ahead—principally to the industrial trade.

Ammonium Nitrate.—There is still more demand than can be supplied. The Canadian


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price has been advanced to \$75.00 per ton in carloads.

Castor Pomace.—There are no free offerings and production is reported below normal.

Blood, Tankage, Bone.—Blood sold at \$10.00 per unit of ammonia (\$12.15 per unit N), with tankage listed at \$9.50 to \$10.00 (\$11.55 to \$12.15 per unit N). Bone meal demand seems to practically keep up with the production, with some steamed bone quoted at \$57.50 per ton, and raw bone exceedingly scarce.

Fish Scrap.—Market is firm with supply quite limited. There has been limited trading in menhaden meal at \$150.00 to \$160.00 per ton.

Phosphate Rock.—Car supply situation has improved somewhat and shipments are in better movement. The demand keeps up with production now, but the latter is expected to improve during the coming year.

Superphosphate.—The demand continues unsatisfied, with production sold well ahead on contracts.

Potash.—Shipments continue to lag because of car scarcity, and inquiries are far ahead of supply. Some cotton burr ashes appeared on the local market, but the quantity was limited and was quickly snapped up.

CHICAGO

Nitrogenous Offerings Limited with Prices Firm. Feed Market Improves

Exclusive Correspondence to "The American Fertilizer"

CHICAGO, November 24, 1947.

It is the old story in the nitrogenous materials market: offerings about at the vanishing point, and inquiry about as active as it has been. Any odd lots which may appear on the market are firmly held at preceding prices.

A somewhat stronger tone dominated the market for feeds, activity being stimulated by calls for early deliveries.

THE N.F.A. FALL MEETING

(Continued from page 10)

ammonia for crop production, and said the information shows that:

1. Anhydrous ammonia is equal to, or superior to, ammonium nitrate for row crop production.
2. Deep application of nitrogen used for side dressing in dry years is essential.
3. Anhydrous ammonia is a satisfactory source of nitrogen for oats; however there are problems in using it for top dressing.
4. The choice between anhydrous and aqua ammonia depends upon total cost applied to the land.
5. Satisfactory equipment has been developed for applying both aqua and anhydrous ammonia.
6. About 200,000 acres of row crops have been fertilized with anhydrous ammonia this year, most of which was in Mississippi.
7. Anhydrous ammonia may be applied in combination with other cultural operations.

The closing address was given by L. R. Neel, editor of *Southern Agriculturist*, Nashville, Tenn., who chose as his topic "Getting Fertilizer Facts to the Public." Stating that there is no justification for the invasion by the Government into the fertilizer business as proposed in pending bills before the Congress, Mr. Neel declared a challenge confronts the fertilizer industry to see that the farmer is given the facts. "We must also see that the farmer gets his fertilizing materials at as low cost as is consistent with fair profits," said Mr. Neel. "Let us take away the mystery and tell the fertilizer story. Let us make a larger use of dealers to tell the story about plant food. Some time might well be spent on dealer education. The story that the fertilizer companies tell farmers might apply



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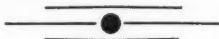
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itself more directly to the task of education. Our experiment stations possibly might help with the problem by some simplification. The extension departments of the colleges, the vocational agricultural teachers, the Soil Conservation Service, and supervisors of Farm and Home Administration likely can redirect their efforts so that they can help much more with this most complicated and most vital problem of the farm, the conservation and wise use of the soil, and its fertilization. Finally I come to the press. Through the county press the colleges have a fine opportunity for promoting education in the handling of soils and the use of fertilizers, that they are failing to make full use of. Too, the farm press can increase its efforts to get fertilizer facts to the public. This can be done by carrying as much educational matter on plant nutrition and soil building as space will permit, and by supporting editorially all sound fertilizer programs."

Annual Convention at White Sulphur Springs

Before declaring the Convention adjourned, chairman Noble announced that the 1948 Annual Convention of the association would be held at The Greenbrier, White Sulphur Springs, W. Va., on June 21, 22 and 23, 1948.

ALEX. M. McIVER

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Ammoniated Base and Super

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RENDERED TANKAGE

PEOPLES OFFICE BUILDING
Charleston, S. C.

FIRM FOUNDATIONS

(Continued from page 13)

The evidence of such dividends in terms of sound trends in use will obviously be more easily seen when supply and demand are again in balance and we are further along in our adjustment following the recent war.

The work of your Plant Food Research Committee, the Association's publications such as the *Review*, *Agronomic Notes*, and agronomic pamphlets are but illustrations of the many forms in which our usage promotion work is continually developed. The book *Hunger Signs in Crops*, the library of Kodachrome lantern slides, the Association's moving pictures, which are used widely by vocational agricultural teachers and other agricultural agencies, are parts of this job.

The current program of food and feed conservation is likewise a condition into which the sound usage promotion activities of this Association may well be constructively dovetailed. The Secretary of Agriculture has called on us to offer suggestions for participation of the fertilizer industry in the food and feed conservation program. We have suggested that one of the best ways in which our industry may help along this line is for this Association and its members to aid agriculture in

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promoting the use this winter and next spring of a larger proportion of the Nation's commercial fertilizers on improved roughage production, thus making it practical to conserve feed and food in terms of grain concentrates.

Right now there is much discussion in the public press concerning a program for aiding 16 European countries in rehabilitating themselves. It is quite apparent that any preliminary ideas in such a program are likely to go through one or more stages of development which may alter materially the final from the initial form. This, we believe, is particularly true of initial proposals for further nitrogen exports to Europe from the United States. Between the Army export program for occupied areas and our commercial exports, plus our unprecedented demand here within the country, we are close to our present potential nitrogen production. The early stepping up of nitrogen production within the United States will be best accomplished if the plants currently operated for Army Ordnance are made available to commercial operators in such a manner that such operators may soundly proceed to integrate the operation of those plants with nitric acid and graining units located near each of the ammonia fixation plants. Rumors in Washington indicate that steps may be taken at an early date to replace the ordnance supervision of such plants with fully commercial operation on a private enterprise basis. If true, this will be a healthy step for everyone concerned and will make it possible to begin now the process of integration so badly needed to make these producing units economically sound. Months, yes, perhaps a year or more, will be required to effect such integration.

CLASSIFIED ADVERTISEMENTS

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Your staff has been actively busy in your interests. As an example of one of the many projects we tackle, our traffic counsel, John Money, and our staff technical assistant, Fred Lodge, testified in opposition to the general freight rate increase. Lodge was on the stand for more than two hours and I can assure you made an able presentation. Regardless of the outcome of this present further plea on the part of the carriers, the past year has witnessed two rate increases of a general nature. Those increases alone give us cause to stop and think of their relation to the economics of our business and its products. If we start with a carlot of each of the several basic ingredients in our finished goods and follow them through the transportation moves in which those materials are involved from point of original production to the farms where the fertilizer finally goes into the ground, we can readily appraise the higher costs of transport already in effect.

What may we do to offset such increases? One of the best moves that can be made, and I'm sure it will be made by some units in our industry, is to think of these costs in relation to our end-product, and then plan ahead to counter the increased transport costs with sound plans for stepping up the concentration of some of our products in order to keep the unit cost of nutrients on the land down to the practical minimum. And I am equally sure that those fertilizer manufacturers who follow such a plan will be in a stronger position competitively as a result of such progressiveness. Such a plan may not be the easiest thing to do. Worthwhile objectives are frequently

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difficult to attain. As we adjust our business to the years ahead, I particularly recommend that the administrators in our industry units review with a critical and objective eye the more dilute of their products, with a view to replacing them forehandedly and with some daring as well as determination. It is a job that will call for business courage—consumer practice is not always easy to change. The result you may aim at in such changes will probably not be reached without some difficulties. But it is one of those basic factors that will keep our business one which is built on firm foundations.

N.F.A. CONVENTION ATTENDANCE

(Continued from page 16)

- | | |
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| Thomas G. Creighton | B. L. Price, Atlanta, Ga. |
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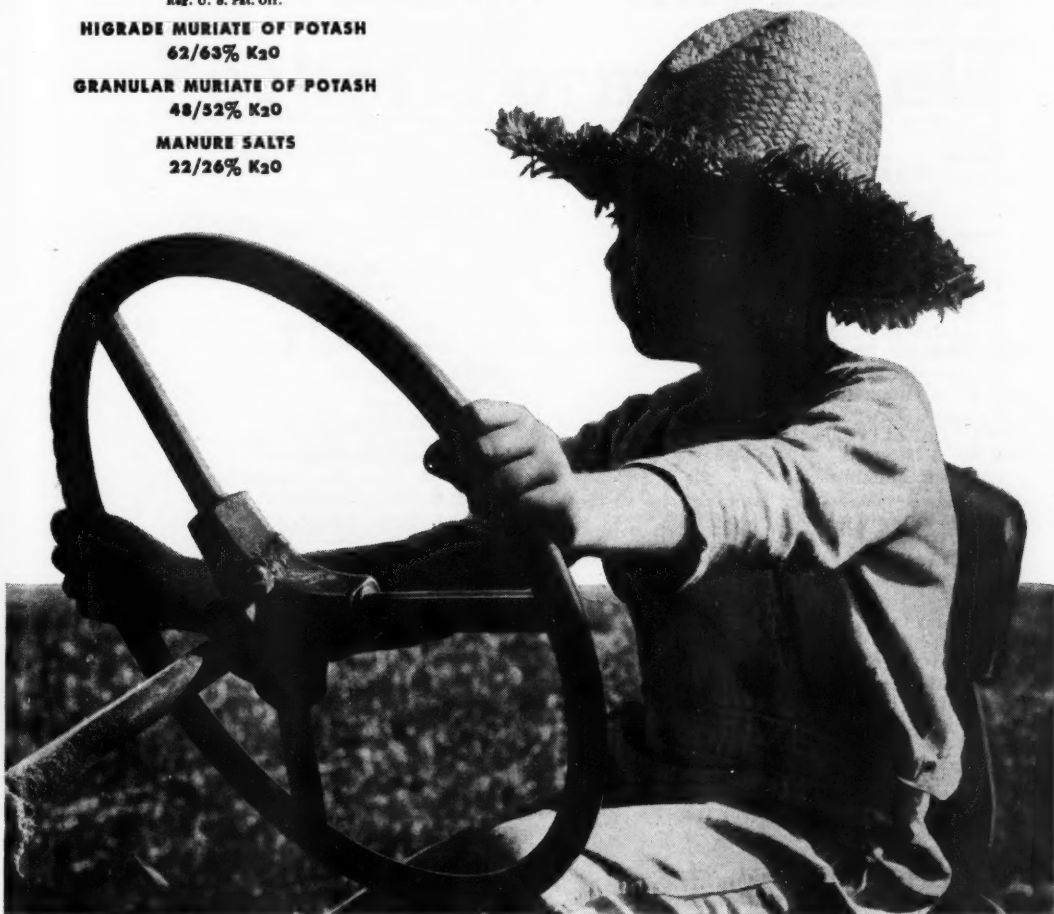
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McIver & Son, Alex. M., Charleston, S. C.
Schmaltz, Jos. H., Chicago, Ill.
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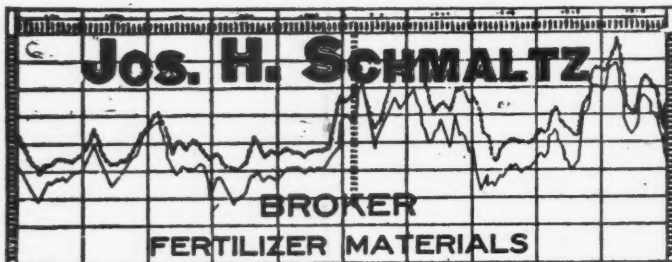
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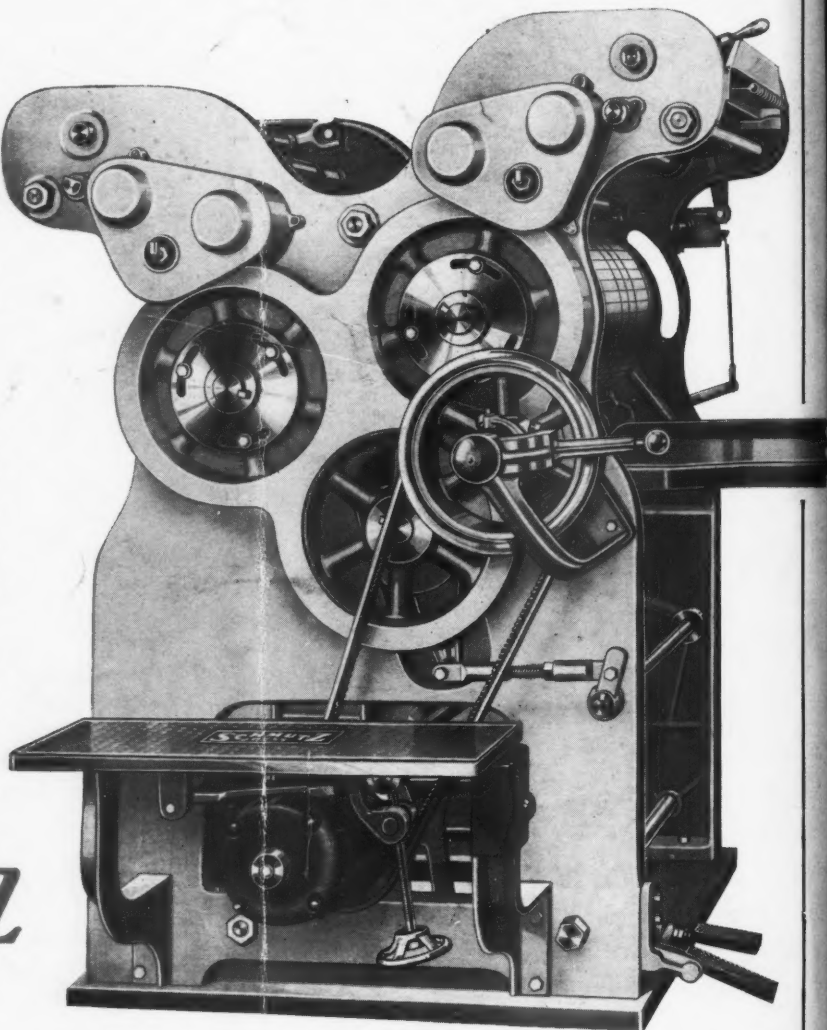
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